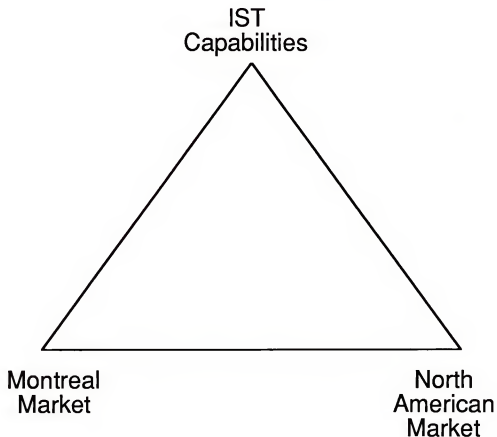


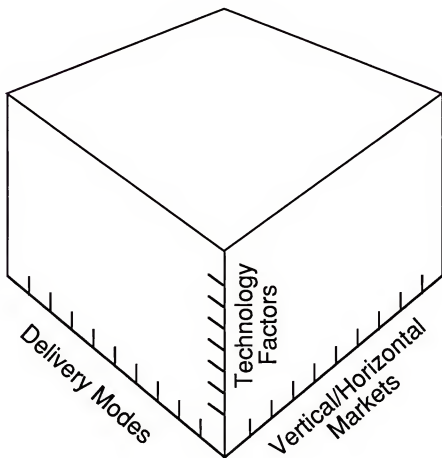
## IST Strategic Questions

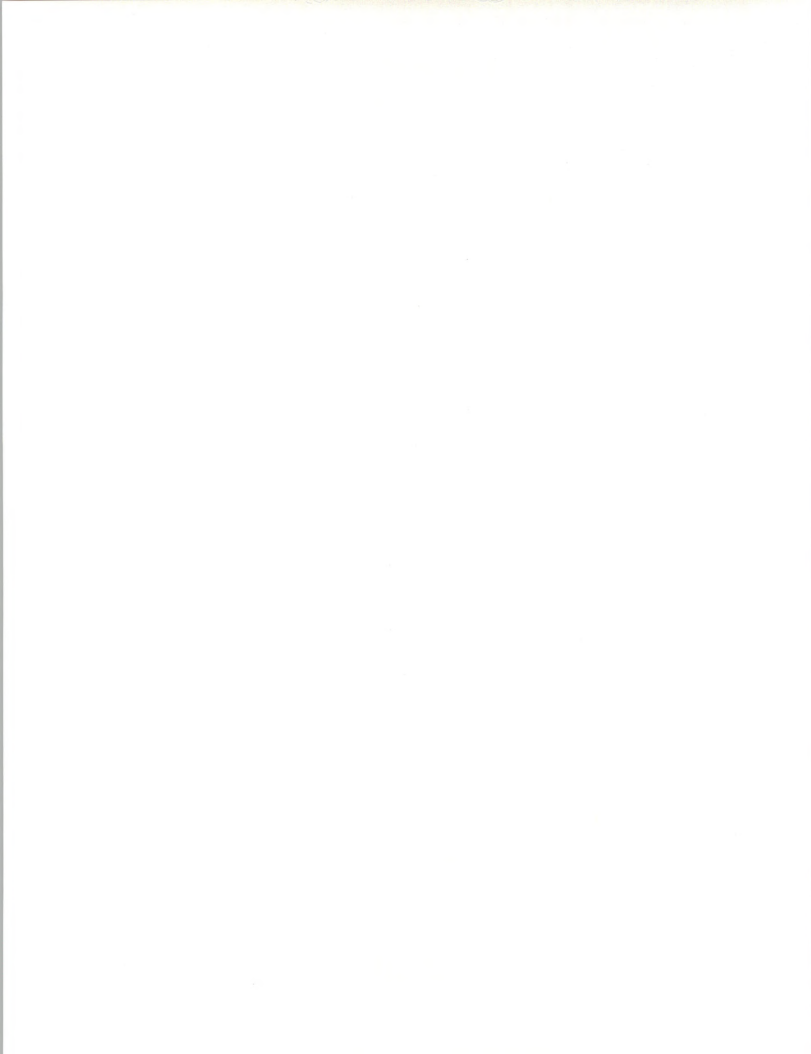


- Analysis will show how far apart the apexes of the triangle are
- The analysis (and triangle size) may be different for 1992 and 1997



## Segmentation Analysis





## Current INPUT Knowledge Base

	Geographic Markets			
	U.S.	Canada	Montreal	IST Capabilities
Delivery Modes (e.g., Outsourcing, Processing, SI, Turnkey)	●	●	○	○
Vertical Markets (e.g., Banking, Manufacturing)	●	●	◐	○
Horizontal Markets (e.g., Imaging, Card Processing)	●	◐	○	○
Technology Factors (e.g., Downsizing, CASE, Open Systems )	●	◐	○	○
Competitive Position	●	●	◐	◐

Key    ● 90-100%    ◐ >50%    ○ <20%

**INPUT**

